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# Margret will be giving the orders soon

## Kieler Nachrichten

Eye-catching blonde Margret Sierk from Spieka/Neufeld, near Cuxhaven, graduated from Lübeck nautical college at the end of the summer semester as a fully-fledged merchant navy captain.

Margret, 26, the daughter of a North Sea shrimp fisherman, took her master's ticket in four semesters and is only the second woman ever to do so in this country.

Her aim is to become the master of a supertanker, and her next posting will be as a ship's officer on board the Hamburg John T. Essberger Line's supertankers that ply between the Persian Gulf, Australia, Japan and the western seaboard of the United States.

As it happens, the Essberger Line is owned by another member of the fair sex. Lieselotte von Rantau-Essberger is the only female owner of a shipping line in the Federal Republic of Germany.

Margret Sierk's sole predecessor as a female "master" was a woman by the name of Anneliese Teetz who took her master's ticket in Hamburg in the fifties.



Margret Sierk gets her master's certificate at an official ceremony

For years Frau Teetz and her husband, a ship's officer, sailed the seven seas together.

Margret Sierk's current ticket only entitles her to take the helm of a supertanker, however, so she intends to go back to college after a while to achieve her ambition of commanding one of the largest ships that sail the seas.

She grew up in a fishing community near Cuxhaven in the Elbe estuary. Even as children she and her brother were proud crew members of their father's shrimp boat, the *Sonny Boy*.

Margret went on to study at the cadet's college in Travemünde, near

Lübeck, signed on as a trainee on board the *Karona*, the training ship run by Deutsche Afrika-Linie, which is a company associated with her present employers.

She qualified as an able seaman and spent a year on board Essberger supertankers as an officer cadet before becoming the first woman ever to enrol at Lübeck nautical college in 1975, which was, you may remember, Women's Rights Year.

And now she has her master's ticket. Wouldn't you say "Aye, aye, ma'am" with alacrity if Margret were giving the orders?

(Photo: dpa)

(Kieler Nachrichten, 11 July 1977)

# No jet lag pill

Continued from page 8

a morning and an evening insulin injection a different routine is advised. Let us assume your time of departure from Central Europe is 13.00 hours.

You are then recommended to take your evening jab shortly before landing in Montreal at about 18.00 hours. But what about the morning injection you would then be due for on landing on the western seaboard?

"Since he is not going to engage in strenuous activity immediately on arriving at his destination," Dr Braak notes, "the traveller should administer an insulin jab and go to bed after a light evening meal."

"The following morning (Los Angeles time, of course) he will then take his customary morning jab."

If the diabetic is flying eastwards the same procedure applies, but in reverse. The jet lag (or gain) is nine hours, when all is said and done, which can hardly fail to prove somewhat disconcerting.

The same advice applies to other medicines, including drugs taken to prevent blood clots, just as it applies to any preparation that is to be taken at certain times of day.

As for the Pill with a capital "P" - the contraceptive pill - Dr Braak strongly advises women not to rely on the latest miniaturised varieties. He reckons they should resort to a contraceptive that is effective over a longer period.

Dr Braak's final hint is as sensible and to the point as his entire book. Don't pack your medicine away at the bottom of your case. *Theo Löbsack* (Kölnischer Stadt-Anzeiger, 9 July 1977)

# The German Tribune

A WEEKLY REVIEW OF THE GERMAN PRESS

Hamburg, 31 July 1977  
Sixteenth Year - No. 798 - By air

C 20725 C

# Bonn and Paris strive for moderation on human rights

Somewhere or other the united Europe envisaged by the terms of the Treaty of Rome seems to have gone off the rails, with its geopolitical coordinates increasingly harder to pinpoint and even its geographical extent a bone of contention.

Its internal incoherence is as readily apparent as its lack of cohesion in dealings with others, notably its ties with the great powers. Yet in recent years the concept of Europe has only come to assume greater fascination and validity in this very context.

Take, for instance, the debate about Eurocommunism, the "Euro" handle of which only really assumes significance in the context of dealings between the superpowers.

Some American politicians expect Eurocommunism to exercise a destabilising effect on the cohesion of the Soviet Union, by the same token, is taking seriously a movement which, as something specifically European, is trying to gain a modicum of independence from Soviet tutelage.

A comparable trend, albeit on entirely different premises, is also apparent at

d'Estaing and Jimmy Carter - agree that human rights are the cornerstones of Western democracy.

So far, however, President Carter is alone in calling on the Soviet Union to answer directly for violations of human rights in its sphere of influence.

Current US policy carries the weight of Mr Carter's personal conviction that human rights hold universal validity and ought to be used as a stick with which to beat the political adversary.

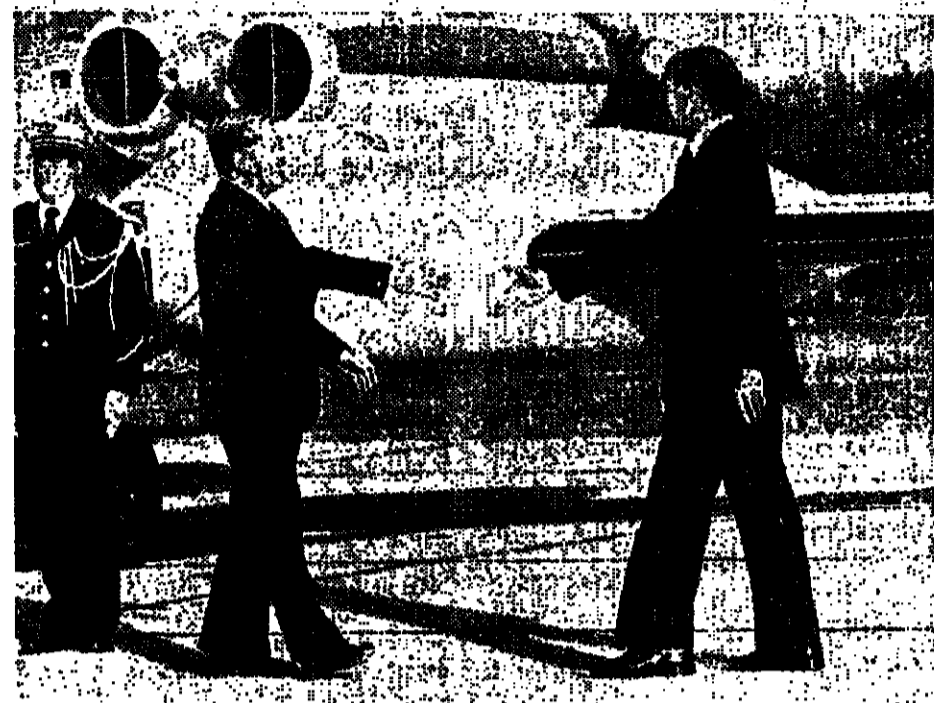
Fresh arguments do not arise in the pros and cons of M. Giscard d'Estaing's comments either. It remains true to say that in view of Soviet concern for security and sovereignty excessive dogmatism and unbridled ideological utilisation of the human rights campaign may lead to responses that make detente appear an even more distant prospect that it already does.

On the other hand the rediscovery of what constitutes the quintessence of Western ideology and its reactivation as a feature of world affairs has put wind in the West's sails and regained the political initiative for the United States.

So there is no real reason why the two views should retrench and human rights be emphasised at the expense of human easements or vice-versa. Both are sides of the same coin and both are part and parcel of detente by any criterion.

Public concern with human rights issues as voiced by President Carter on the one hand in no way precludes the possibility of seeking human easements as Chancellor Schmidt prefers to do.

Both approaches are based on the same conviction and, what is more, there is not a government in the world



# Schmidt meets Giscard d'Estaing

Chancellor Helmut Schmidt being welcomed in Strasbourg on 19 July by President Valéry Giscard d'Estaing of France for talks on the Chancellor's recent visit to the US and Canada. Chancellor Schmidt and President Giscard d'Estaing agreed on the installation of a "hot line" direct telephone link between the Bonn Chancellery and the Presidential Palace in Paris.

that gain, in practice, dispense with direct political moves, as President Carter has recently demonstrated by making overtures to China.

There is, of course, an intermediate approach, as talks between Bonn and Washington have shown. President Carter's talks with Chancellor Schmidt seem to have encouraged the President to combine firmness on policy with moderation in terms in which it is framed.

President Carter has lately shown signs of greater circumspection in his pursuit of human rights than when he took over at the White House, so he has already met Chancellor Schmidt halfway, as it were.

The Chancellor too has come a long way from the detente fetishism and polemical undertones of SPD chairman Willy Brandt in his latest statements on human rights in the GDR. Helmut Schmidt is taking good care not to be cast in the role of spokesman of opponents in this country of the policy pursued by President Carter.

Herr Schmidt has evidently succeeded in underlining this subtle distinction, and the backing he has now been given by President Giscard d'Estaing is indicative of two points.

The Chancellor is clearly increasingly donning the mantle of a European spokesman, while the French President's support pays eloquent testimony to the special relationship between the governments in Bonn and Paris in the European concert.

What is more, Helmut Schmidt's operative position on human rights has, by virtue of M. Giscard d'Estaing's backing, at least assumed the proportions of a view jointly espoused by France and this country.

It is no secret that other Western European heads of government share the view that a commitment of human rights need not mean implicit support for waging the human rights campaign as a political stick with which to beat others.

A kind of Eurohumanism has been formulated, but as yet it is in no better shape than Eurocommunism. Both have yet to prove their political justification and their historical sense or nonsense by virtue of action and practical success of failure.

Politics assumes the proportion of a matter of confidence. If Europe's stance is measured in terms of the results so far of this country's detente policy, then Eurohumanism is as yet a doubtful proposition.



# America's UN Ambassador in Bonn

Mr Andrew Young, the US Ambassador to the UN, meeting Foreign Minister Hans-Dietrich Genscher for talks in Bonn on 19 July. One of the main topics discussed was the situation in southern Africa.

(Photo: dpa)

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COMMODITIES

Bonn must decide soon on ways to meet the next oil crisis

The Stockholm Opec conference is over. This time it was fairly uneventful. There will be no increase in petrol prices this year and with any luck there will be none next year either.

And the oil shortage? At the moment it is the exact opposite - a surplus. Tanks are overflowing all over the world. The market situation is such that the big oil companies cannot contemplate price rises for petrol.

Johannes C. Welbergen, head of German Shell, commented dolefully that the oil business in the Federal Republic of Germany was "no way of getting rich quick."

Can we therefore conclude that the twofold oil crisis - the price crisis and the supply crisis - is over? Were the warnings of imminent catastrophe that mined down on us in autumn 1973, when we had to leave our cars in the garage at weekends, were all these warnings just empty talks?

Not at all. The quiet on the oil front is deceptive. Despite present appearances, it will not last long. The price of oil will start moving again - upwards, of course. The more the world economy recovers, the quicker the price will start going up.

There is also considerable doubt about whether oil supplies will be adequate. This will depend on political factors. And these factors suggest that we can expect unrest and turbulence rather than continuity and stability.

But first the price question. The Opec countries are being very reasonable at the moment. They do not insist on an increase; they do not seem anxious to have an indexing system, which would mean the price of oil being tied to the costs of industrial products in OECD countries.

But who can guarantee that they will not attempt to dictate higher prices to the industrial nations again? If inflation cannot be halted or the desired boom arrives more quickly than expected, they will ask us to pay up again.

It is by no means certain that the industrial nations will receive adequate supplies of oil, regardless of the price question. There have been a number of studies on this subject recently - by Exxon, Shell and BP, by Carroll Wilson's team at MIT, by the CIA and the OECD.

It is astonishing that they all reach the same high estimate of daily world oil needs for 1985 - around 125 million barrels a day. They all forecast a world oil shortage in the near future. They disagree on when this will happen - 1981, 1983, 1985 or the end of the 1980's - but this is less significant than their unanimous prediction that the energy supply situation will become critical some time in the next decade. The end of the oil age is nigh.

The oil shortage will be felt even if growth rates in the next few years are only moderate (three to four per cent.) In 1980 the western industrial nations will need fifteen per cent more energy than today and in 1985 it could even be forty per cent more. According to this projection, Opec would need to increase its oil output from 32 million barrels a day to over 48 million - an increase of over a third.

The question is whether the Arab oil-

producing countries, and in particular Saudi Arabia, the richest oil-country in the world, are prepared to do this. The Saudis have a quarter of all the world's oil. They have a 23 per cent share of the world oil trade.

To meet increased needs, Saudi Arabia would have to increase its share of world trade to 36 per cent. This would mean increasing daily output from nine million barrels to 15 to 20 million. Will Saudi Arabia agree to this?

Sheik Yamani is in control in Riyadh at the moment. He is a wise and prudent man. He wants the world economy to go on running smoothly, he is not interested in putting a spoke in the wheel. But even he must have his doubts when he sees the projections of future world needs.

The four, five or six million Saudis - nobody knows the exact number - cannot absorb their huge profits in their own country even today. A daily output of four to five million barrels would be enough for the country's requirements. Should they pump more oil out of the desert and squander Allah's dowry in the space of a few years? Or should they husband their supplies, use them up more carefully, more slowly? Yamani has warned the West impatiently that it is not saving enough energy, is not concentrating enough on the development of atomic and other energies.

What would happen if there were a change of mind or a change of power in Saudi Arabia? There are three possibilities, all equally disquieting.

- 1: The present government uses oil as a weapon in the Arab-Israeli conflict, as it has threatened to do many times.
2: A court intrigue could result in a critical price taking control and rejecting the practice of unlimited oil output.
3: A social-revolutionary coup sweeps away the monarchy, the new rulers

Two dozen members of a delegation of industrialists and bankers from this country have held preliminary talks in Australia on the prospects of intensive economic cooperation and the difficulties it may entail.

The delegation pointed out that Australian wage rates are high and inflation still in double figures. They were particularly critical of trade union fragmentation (Australia boasts roughly 300 separate unions) and of the "economic illiteracy" of a number of union officials.

The representatives of a number of companies felt that the size of the Australian market, a mere fourteen million people, and its distance from Europe presented substantial obstacles in the way of intensified economic cooperation.

This was doubtless a major reason why members of the delegation were less keen on direct investment than on long-term commodity supply safeguards. The delegation included board members of companies such as Ruhrkohle, Metallgesellschaft and Preussag, so a wink is as good as a nod. Uranium, coal and non-ferrous metals look like holding the key to future economic ties between this country and Australia.

Karlheinz Bund, board chairman of Ruhrkohle, noted that Australia is going to be one of the world's leading and most reliable coal exporters, and foreign

adopt a restrictive policy. This spectrum of possibilities makes it clear that the keys to the world's largest oilfields are by no means in reliable hands.

Whichever way one looks, the prospects are not good. The discovery of new fields, which many expect great things from, is unlikely to be the solution. New oil finds in the past few years amount to less than the total increase in consumption.

All the oil in the North Sea and Alaska comes to only 80 per cent of the world's total consumption in one year. If only the same amount of oil is discovered as on average over the past twenty years, then in 1990 world supplies will last for only another ten years.

More and more countries will be scuffling for this oil, first and foremost the underdeveloped countries, over a hundred in number. Their oil consumption is 15 per cent of the world total; by the year 2000 it will be 25 per cent.

In the 1980's the Soviet Union will also start buying oil on world markets. Even today it is having great difficulties meeting its own requirements and those of the other East bloc countries. Many of its wells, which have been pumped mercilessly over the years, now produce 50 to 60 per cent oil. And few new fields have been found.

All this leads to only one conclusion: in the next ten years there is going to be murderous competition on world oil markets. Some of the weaker competitors could go to the wall - the weakest underdeveloped countries, the weakest industrial countries.

The result could be a total lack of solidarity with the first world mercilessly pursuing its interests at the expense of the Third and Fourth world; a race between Western Europe and the USA to gain the favour of the oil producers which could have disastrous effects on

the Atlantic alliance; and possibly the break-up of the European community as a result of national selfishness in energy matters. There have already been signs of this.

Possible solutions? Alternatives? One would be to give the oil-producing countries more say in international banking and financial institutions. This might provide an incentive for them to increase their output. Up to now they have shown no great interest in taking on the financial commitments which such membership would involve.

In the Spring, for example, Saudi Arabia turned down the possibility of increasing its shares in the World Bank because it was already financing the Moroccan expedition to Zaire. Even a higher output could be achieved, it would only mean postponing the problem for a few years.

A world-wide distribution system is being considered. International energy experts are already considering this possibility, and we will be hearing a lot about it in the near future. This country will have to ask itself the following question: could not controls on such an important product as oil not lead to a world-wide system of controls?

Sacrifices will have to be made, energy will have to be used more rationally, the atomic energy programme will have to be speeded up. In view of the oil shortage facing us, all these measures will be inevitable.

There is little sign of all this this summer. Tanks are overflowing, petrol prices are stable and the Opec states are being exceptionally reasonable. But the stage is already set for the drama of the eighties.

When they return from their summer breaks, our politicians will have to be much more honest, much more responsible, much more direct when dealing with the energy question.

It is not just a simple matter of pro or contra atomic energy. It is a question of the future of our society, which is based on and oriented towards affluence

Theo Sommer (Die Zeit, 22 July 1977)

Trade delegation sounds out prospects in Australia

specialists reckon the country's coal deposits are extraordinarily extensive. Wages may be high, distances great and substantial infrastructure investment needed, but deposits are readily accessible and can, for the most part, be strip-mined.

Australia's coal reserves are neither here nor there where this country's energy supplies are concerned, Bonn Economic Affairs Minister Hans Friderichs conceded in Sydney, but they do interest German companies in respect of their worldwide operations.

Spokesmen for Ruhrkohle, on the other hand, are on record as saying that coal imports could well be of interest for both Western Europe in general and this country in particular by 1980 or 1985 provided energy consumption continues to increase and the delay in nuclear power station construction in the seventies continues to have effect.

Herr Friderichs added that Bonn's atomic energy policies are in no way

dependent on whether or not Australia proposes to exploit its uranium deposits, but Bonn is nonetheless interested in spreading its supply risks.

He even intimated that Bonn might be prepared, in the interest of safeguarding uranium supplies, to play ball with Australian Prime Minister Malcolm Fraser's policy of trading uranium supplies for access to the European Common Market for Australian farm produce.

(Frankfurter Allgemeine Zeitung für Deutschland, 22 July 1977)

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THE ARMS RACE

Neutron bomb overshadows nuclear arms limitation hopes

Will US missile units in this country be fitted out with the controversial neutron bomb? Christian Democrats are all in favour, but the prospect has given rise to political debates unprecedented in the context of a new weapons system, which is perhaps hardly surprising in view of the problems the neutron bomb poses.

Egon Bahr, general secretary of the SPD, has dropped a figurative bombshell with his criticism of the neutron bomb. His criticism of the new US weapon has triggered off heated debate.

Yet the issue would have arisen on the agenda even if Herr Bahr had not let rip, alleging that the neutron bomb symbolises intellectual perversion and wondering whether Mankind had gone completely insane.

Allegations of this kind could be levelled with equal justification at nuclear weapons of all kinds, but this is possibly too bland a rejoinder, especially in this country, which may well be at the reeling end if the neutron bomb is ever used.

One needs only to list a few salient features of the new bomb to appreciate its significance, first and foremost the deadly radiation it induces.

Other nuclear warheads of conventional design induce heat and pressure waves in addition to radiation. So does the neutron bomb, but only within a relatively small radius of a few hundred metres.

Neither buildings nor tanks, neither arms nor equipment are seriously damaged, but the deadly radioactive mushroom spreads far wider than is the case with tactical nuclear weapons of conventional design. What is more, radiation is more intensive and all-pervasive.

Conventional atomic bombs likewise release neutron rays on detonation, but only about one tenth of the quantity, which is why defence planners reckon the neutron bomb promises to be tailor-made for stopping spearhead attacks in their tracks no matter how prestigious the advancing armour and firepower may be.

There is little structural damage and the area in question is free from radioactivity and accessible again in a relatively short time, with enemy columns knocked out to a man, but their arms and equipment unscathed.

A newspaper in this country outlined the options in a manner as impressive as it was macabre:

"Even if the Ruhr were temporarily occupied by enemy troops they could be thrown back by the deployment of neutron bombs without destroying the industrial heartland of Europe."

The cynicism implicit in this line of argument is doubtless what induced Egon Bahr to voice his criticism.

But this is by no means the only reason why the new weapon poses problems. It could indeed be used to defend Western Europe effectively in the event of a conventional Soviet attack.

What is more, there might be fewer inhibitions in ordering its deployment because, undeniably, it can be employed with greater accuracy than can conventional nuclear warheads, or at least so it would seem at first glance.

Thus an adversary, or so the argument runs, would need to anticipate greater willingness on the defender's part to make use of the new bomb, which would heighten its credibility as a deterrent.

In the meantime it has, however, been noted that no one can prevent an aggressor from resorting to conventional nuclear warheads in response to a neutron bomb attack. So the upshot for the West in general and this country in particular would be much of a muchness if the Federal Republic of Germany were to become a theatre for hostilities.

Neutron bomb "haves" would need to bear in mind this potential response on an adversary's part before deploying the new weapon in the first place.

Indeed, the "haves" would be well advised to think a step or two further. Before an aggressor who has been brought to a halt by neutron bombing decides to respond by launching a conventional nuclear attack he will need to think how the defender is likely to respond. Escalation is hard to assess in advance.

Mind you, the aggressor may not need to escalate, except perhaps by way of realisation, and if the neutron bomb devastates the defender's reserves to a counter-attack is hardly necessary.

This applies in equal measure to both sides. But the defender is subject to the pressure of an initially successful conventional attack and will be even more strongly tempted to use the new weapon.

Yet he cannot, by any stretch of the imagination, be entirely sure that the aggressor will not risk at least a limited counter-strike on the assumption that the defender is no less scared of further

escalation than he himself is. After the initial exchange of strikes or at some later juncture the United States too might be plunged into a nuclear holocaust. The crux of the matter is that this consideration, which might be expected to discourage deployment of the neutron bomb, may possibly no longer prove effective. For years the United States has sought to establish a worldwide network of sophisticated tracking devices with a view to locating and knocking out Soviet nuclear submarines.

If this system works, Washington need no longer be so afraid of a Soviet counter-strike directed against the United States as might otherwise have been the case. The balance of terror would be called into question, escalation would no longer be so fraught with danger and the risk inherent in deployment of the neutron bomb would appear tolerable in terms of nuclear strategy.

One can of course argue that this all need never happen as long as the West is not attacked. This sounds sensible, but it presupposes moderation, good will and nerves of steel on all sides. But there have already been suggestions in this country that the neutron bomb ought not first to be used after an attack and on this side of the border, but in accordance with forward strategy, on the other side of the border.

What is perhaps worst about the neutron bomb and about similar innovations in both East and West is that public debate and reappraisal run counter to endeavours to prevent a nuclear catastrophe and reduce the probability of a



(Cartoon: Felix Musell/Frankfurter Rundschau) holocaust by dint of gradual disarmament.

The Salt II talks, for instance, are rendered even more difficult by such deliberations.

What is more, articles in newspapers published in this country talk in terms of tank wedges, attack corridors and nuclear defence as though the Soviet Union were about to attack Western Europe at the first convenient opportunity. Deterrents must, of course, retain credibility, but there is nothing to be gained by trying to bolster them by means which, in point of fact, heighten the risks.

By virtue of the way in which it has entered into debate and planning the neutron bomb is further jeopardising the strained atmosphere at arms limitation and disarmament talks. This is what makes it so dangerous - over and above moral scruples, no matter how justified they may be.

Carl Friedrich von Weizsäcker is probably right in his initial surmise that the neutron bomb "will make the probability of war even more probable."

Hans Gerlach (Kölnner Stadt-Anzeiger, 21 July 1977)

Bundestag Defence Committee to hear details about bomb

concentrated on neutrons, which take no more than a short-lived part in the fission reaction and are thus both limited and local in their effect and do not account for the residual radioactivity that wrecks such long-term havoc.

Concentration on the flow of neutrons would seem to have resulted in research limiting not only local radiation but also the heat and pressure waves.

Thus the neutron bomb should reduce the effects, both short- and long-term, on the civilian population, limiting devastation to the point of detonation - always providing that small devices are accurately targeted.

It is essential to note that neutron and gamma radiation predominate only when the device is relatively low in explosive power, whereas larger devices increasingly involve heat and shock waves.

So a nuclear warhead with the explosive force of one kiloton of TNT equivalent, or five per cent of the detonation that devastated Hiroshima, generates roughly the same amount of radiation as a ten-kiloton warhead.

These enhanced-radiation neutron

warheads are initially to be manufactured to equip Lance missiles, which US sources reckon will replace the Honest John and Sergeant missiles currently stationed at 92 launching pads in Europe.

Not only US units will be equipped with these missiles either, so will the Bundeswehr and the British, Dutch, Belgian and Italian armed forces. At a range of 130 kilometres they can be targeted to within 400 to 450 metres.

The pundits further argue that it ought to be deemed in this country's interest for the United States to step up its European commitments by stationing its latest tactical nuclear devices on this side of the Atlantic.

Their answers to arguments to the contrary are as follows:

"Devices of this kind would in no way blur the threshold between conventional and nuclear warfare; they would, if used, definitely cross the threshold and call for what the Pentagon has termed the most agonising decision that could ever confront a US President."

"The Soviet contention that neutron bombs would jeopardise the prospects of the Salt talks does not hold water because these devices are clearly designed for tactical deployment and would make no sense in strategic missiles or on board strategic bombers."

Wolfgang von Raven (Die Welt, 21 July 1977)

EMPLOYMENT

Various recipes put forward to help the ailing labour market

What the political parties represent in the Bundestag have in common and where they differ became clear when the FDP presented the draft of its economic policy programme.

But there are also differences within the parties between the advocates of more government control and those relying on the recuperative forces of the economy itself in combating unemployment.

The individual party programmes can roughly be summed up as follows:

FDP:

Deputy Party chairman and Minister of Economic Affairs Hans Friderichs helped work out a draft programme which envisages the following measures with which to achieve full employment:

- A vocational-oriented tenth year of compulsory schooling;
An extension of vacations for educational purposes and
More part-time jobs in government (Federal, state and municipal public services).

A minority in the Economic Affairs Committee advocated:
A general reduction of the flexible retirement age and
A one-year vacation for either parent following the birth of a child.

In addition, Herr Friderichs advocated in previous statements that investment incentives be provided above all by reducing taxes unrelated to profit.

A disputed point in the draft is the question whether full employment should be given a clear priority in drafting economic policy.

According to Hans Friderichs, it is a matter of principle for any Liberal policy that full employment and monetary stability enjoy equal priority.

Helga Schuchardt, the spokesman of the FDP left wing, on the other hand, maintains that large segments of the party cannot go along with the draft programme since it leaves no room for state intervention.

It is still unknown whether the draft will be incorporated in a fundamental economic policy programme at the November Party Convention in Kiel.

SPD:

As the greater Government party, the SPD points primarily to five labour market policy programmes initiated by it since 1974.

With their volume of DM9,460 million these programmes are intended to provide direct employment impulses, while the DM16,000 million programme of last March is above all aimed at providing indirect impulses that will be in keeping with the present stability policy.

Massive demands for a programme amounting to DM20,000 to DM25,000 million were met by the SPD in May by a DM1,600 million programme in support of employment in the construction industry and for employment measures by the Federal Labour Office in Nuremberg.

The following additional measures have been decided upon:
Guidelines by the party Executive Committee of 13 June which - generally speaking - envisage a better structural policy by the state, greater participation of social groups in structural policy decisions of state-owned and private companies and more public funds for the reduction of unemployment.

Criticism has been levelled to the effect that the striving for monetary stability was responsible for failure in achieving the objective of full employment.

A Government draft for an amendment of the Working Hours Act aimed at reducing overtime and thus bringing about additional employment.

SPD proposals for the introduction of a compulsory tenth school year, stepped up action against "black market" work, a labour market levy on civil servants and more effective placement activities for the jobless on the part of the Federal Labour Office.

The CDU National Executive Committee passed a comprehensive programme "for the re-establishment of full employment" in June.

According to the CDU, a financing programme to the tune of DM14,000 million to be used primarily to give tax relief and investment impulses could provide an additional 510,000 jobs next year, rising to 910,000 by 1980.

Apart from investment incentives, the programme envisages the following measures:
Temporary reduction of the flexible retirement age from 63 to 60. This retirement age is to be gradually brought back to its present position by 1980.

A child-rearing subsidy for working women with children aged up to one year in order to enable these women to quit their jobs temporarily.

Gradual extension of the vocational training year for the 380,000 annual Hauptschule graduates (9th graders).

Although financial problems impose the greatest strain on 40 per cent of our unemployed, these are not the only strains confronting the jobless. For many the emotional and social problems outweigh the financial ones.

This has been confirmed by 48 per cent of those questioned in polls conducted by the magazine Bild der Wissenschaft.

A total of 25 per cent of the unemployed workers questioned said that the feeling of idleness and discontent was paramount, while 8 per cent named the feeling of social worthlessness. Another 15 per cent considered uncertainty about the future the worst of their burdens.

The study, which was carried out by three sociologists of the Institute for Research into Social Opportunities, Cologne, also provided discussion material on the subject "Jobless - malingering".

It turned out that the assessment of the activities of jobless in search of work does not always coincide with reality.

But it also turned out - and this gave rise to concern - that some 10 per cent of the 1,296 jobless men and women under review said that after one year of unemployment or longer they had done nothing to find a new job.

Although 50 per cent of workers who have a job said that they believed that their unemployed fellow workers showed insufficient willingness to work, it must be pointed out that attempts to

Continued employment stop for foreign workers and additional reduction of working time through collective bargaining.

According to CSU chairman Franz-Josef Strauss, however, these proposals are "no genuine alternative" to the Government's policy.

He sees in them "essentially SPD ideas" and terms the financing possibility "wishy-washy".

Above all where the child-rearing subsidies are concerned, there are considerable differences of views - within the CSU as well.

The CDU programme also met with considerable criticism by the Middle Class Associations of both CDU and CSU.

Trade Union Federation
Said Hans Oskar Vetter, chairman of the Trade Union Federation (DGB), in an interview with dpa the German news agency: "If the unemployment figures remain the same at the end of this year we shall be faced with considerable unrest. As a result, we are condemned to come up with some success this year."

These are the proposals adopted by the DGB Executive Board at the beginning of July:
A tenth year of compulsory schooling and an eleventh year of vocational training.

Extension of annual vacations.
Flexible retirement age of 60 for both men and women.

Shorter working hours with full wage and salary adjustment.

Overtime only in emergency cases.
Moreover, Government subsidies are to be subjected to scrutiny as to their effects on employment and demand is to be increased by means of higher overall incomes.

The Institut der Deutschen Wirtschaft (Institute of the German Economy), Cologne.

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Emotional and social problems hit the jobless

find a job intensify the longer unemployment lasts.

Enquiries at the Federal Labour Office showed that were unemployment has lasted less than three months the number of those making an active effort to find a job amounts to just under 48 per cent, and where unemployment has lasted for more than one year this figure rises to slightly less than 73 per cent.

With regard to the "regular pursuit" of the Help Wanted columns this figure rises from 66 to 73 per cent and with regard to those who are trying to find a job through friends and acquaintance it rises from 37 to 53 per cent.

Job seekers are most prepared to make concessions concerning commuting distance - 45 per cent said that they would have no objection at all to longer commuting times.

Where the prestige of a company, working hours and career opportunities are concerned, there is also willingness to compromise.

On the other hand, only 16 per cent were prepared to relocate without reservations while 46 per cent said that they would not move under any circumstances.

Only 9 per cent were unreservedly prepared to accept a lower income, while

How constitutional is the Co-determination Act?

The Workers' Co-determination Act is "an amendment of the Constitution without legislation to that effect."

According to a joint opinion presented by Professors Peter Badura, Fritz Rittner and Bernd Rithers on which the Constitutional Court suit against the Co-determination Act that came into force one year ago, the violation of basic rights by the Act exceeds the scope of social measures to which legislators are entitled according to the Constitution.

The opinion goes on to say that the Act to all intents and purposes obligates all companies concerned to a "game of parity in the Supervisory Council."

The casting vote of the Supervisory Council chairman cannot resolve conflicts as a rule nor does it provide the "shareholders with even slight added weight."

The shareholders of affected companies lose their decisive influence on management - and this effect is further aggravated by the post of "Labour Director".

Moreover, the opinion states that the Act does not only depart from the tenets of private ownership, but also shifts economic relations by giving priority to the employees of the company concerned to the detriment of the consumers and of free competition in business.

Even the 1972 Companies Labour Act contains a number of co-determination rights for the Works Council. With the new Co-determination Act and the parity this entails, the workers outweigh the shareholders in managerial decisions, according to the experts' opinion. dpa

(Frankfurter Neue Presse, 14 July 1977)

62 per cent would hate to do so, 28 per cent were adamant in opposing a loss of income. The figures concerning income jobs were similar.

Generally speaking, the longer unemployment lasts the more are the jobless prepared to take advantage of further education facilities or to retire entirely from working life.

Those who have been unemployed for a year show more inclination to retaliate. Among them, the number of those who pin their hopes on additional training rose from 4 to 9 per cent.

While among those who have been unemployed for three months or more 1.3 per cent wanted to stop working altogether, this figure rose to 10 per cent after an unemployment period of one year.

Bild der Wissenschaft goes on to say that the longer unemployment lasts the more difficult it becomes to cope with the situation.

A fatalistic attitude - in other words a tendency to react with discouragement and inaction instead of actively attempting to change the situation - is more frequent among the medium and long-term unemployed.

The proportion of fatalists among the employed and the short-term unemployed is fairly equal, amounting to 32 per cent. Among the medium-term unemployed it rises to 38 per cent, reaching 50 per cent after an unemployment period of one year or more.

Dorothee Soehle (Der Tagesspiegel, 16 July 1977)

DEFENCE

Bonn approves new plans to protect the population in case of attack

Rome was not built in a day. This old proverb can be applied to one of the government's present schemes.

Exactly twenty years after the passing of the "first law on measures to protect the civilian population" and fifteen years after the abandonment of the ambitious and unrealistic civil protection building programme, the government is making another attempt to deal with this thorny problem.

Minister of the Interior Werner Maihofer explained that governmental inaction in this area was a result of "over-emphasis of the atomic danger and the vast sums necessary to meet it." Maihofer added that there had been a tendency to ignore "more probable threats below the atomic threshold."

The dangers to which the civilian population would be exposed in the event of aggression by a foreign power are seen differently today. Attitudes have changed since the late fifties and early sixties. Given that both super-powers are capable of annihilating one another several times over whichever one makes the first strike, the use of weapons of mass annihilation in the event of conflict seems unlikely.

It is far more probable that the USA or the Soviet Union would use conventional weapons or tactical nuclear weapons. This would allow the aggressor to test his enemy's defence readiness or to achieve limited military or political goals.

Measures to protect the civilian population must be adapted to suit this new view of the likely shape of a nuclear confrontation. If all-out atomic war broke out, nothing could be done. Military and scientific experts are as unanimous as ever about this.

Both groups of experts do, however, agree that a more or less effective system of protection could be achieved in the event of conflicts below the atomic threshold.

Even if limited use of nuclear weapons was made, something could be done against the three lethal effects of an explosion (blast, heat, and radiation). This would of course only be possible beyond

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logne, which is loosely tied with business circles, considers purpose-oriented measures for specific population groups - such as combatting unemployment among the young, part-time jobs for women and premature retirement on social security pensions - and adequate economic growth the best cure.

Shorter weekly working hours or extended annual vacations, on the other hand, are deemed to be too costly and not practicable.

The Federation of German Employers Associations considers a strengthening of the investment potential through a "growth-oriented wage policy" and through specific tax relief as the most suitable way of creating new jobs and securing the existing ones.

According to polls conducted by the Standing Conference of German Chambers of Commerce and Industry, industry intends to employ another 90,000 workers by the early eighties. But this is not expected to lead to a marked reduction of unemployment. dpa

(Süddeutsche Zeitung, 16 July 1977)

a certain distance from zero-point, i.e. the place of detonation.

High-ranking Defence Ministry officials in Bonn point out that even the solid way our houses are constructed (stone and concrete) would provide some protection) if strong cellar ceilings and simple underground rooms were built in these houses, this would drastically reduce the injury and mortality rate in the civilian population.

One general commented that if the "paper towns" of Hiroshima and Nagasaki had normal protection, the number of dead and wounded could have been reduced by two thirds.

Analyses such as these and conclusions based on civil defence exercises (the last one being "Winter '77") have led the government to revise its programme for the protection of the civilian population. Peter Menke-Glückert, head of the Civil Defence Department in the Defence Ministry, is the man behind this new concept.

Menke-Glückert was for many years a member of the "Union of German Scientists", which played an important part in stopping the utopian atom-bunker programme in the sixties. For many years he worked closely with Defence Ministry strategists.

So he is unlikely to be persuaded by illusory plans and at the same time he is not likely to be prone to the weakness of so many old school air-raid protection strategists - the insistence on organisational perfectionism.

The proposals which the Cabinet has now approved are basically an attempt to remedy certain crucial defects in the civil protection programme. The programme has four main points:

1. The civil protection organisation is to be simplified and tightened up. A total of 150,000 helpers are to be trained. They will form a reserve which, in an emergency, will bring the civilian protection corps up to strength.

2. The warning service (sirens) is to be modernised and made more effective by enlisting the help of radio services.

3. A committee of Secretaries of State will have the unenviable task of looking again at the vexed question of buildings. In the past twenty years, the government has spent 622 million DM providing protection for a mere two million people.

Taking private buildings and what the Interior Ministry calls "buildings which provide possibilities of protection" (i.e. underground garages), then there is only

bring, it will not mean thousands of moving from one service to another, new commands or new uniforms, although there will, of course, be some movements.

Rumours that Air Force Inspector Limberg is considering handing in his resignation are somewhat melodramatic. Such a move would be premature. So far, Structure Model 3 has not got beyond the stage of an attempt to solve a gigantic sum.

For over a year now, some 280 officers have been working on the Bundeswehr's finances. They are split up into about forty working parties. Their job is to work out plans for the model areas on the basis of the hundreds of documents they have on numerical strength and armaments.

What they are trying to do is to find the least costly and most effective model for the Bundeswehr of the 1980's. The reform is hardly likely to be speeded up by the fact that the officers have to do this work in their free time without pay and in addition to routine work in the Ministry.

General Inspector Wust wants the solution to the sum on his desk at the end of August or the beginning of September. Wust rejects speculation that he is trying to use the reform as a means of getting a fourth force under his command: "What do I want with a fourth force? I've got all three as it is."

In a recent interview with the reservists' magazine 'loyal', Wust announced his intention "to improve the territorial components of the national defence system by providing modern weapons and increasing numbers." This extension has been promised often enough.

Nonetheless, the Bundeswehr reform is a relatively modest one, particularly when one considers how long it has taken. When it comes to reform, the armed forces are a tough nut to crack.

Christian Poljka (Süddeutsche Zeitung, 21 July 1977)

adequate protection for one person in ten in the event of an emergency.

The Secretaries of State have been asked to work out realistic - and that means financially feasible - proposals before the 1978 budget is passed.

4. Proposals for a civil defence food reserve are also being considered by a committee. Whether this will lead to a "squirrel campaign" of private hoarding for an emergency remains to be seen.

There will certainly be controversy about this restructuring of the civil protection service and the question of how, and by whom, it is to be financed. But the whole question also has a political dimension.

SPD defence expert and Bundestag Member Pawelczik voices the concern felt by many when he argues that, in the delicate area of detente and disarmament, the extension of the civilian protection programme could be misinterpreted by the Warsaw pact countries: either as preparation for an act of aggression or an indication that the West has resigned itself to the impossibility of reducing troop numbers in East and West.

It must, therefore, be made clear from the beginning that these measures are not a hurried atomic protection scheme, but simply the provision of basic protection for the civilian population.

It also serves the purpose of making the lowest level of deterrence (i.e. defence with conventional and tactical nuclear weapons) credible.

Günther Geschke (Deutsches Allgemeines Sonntagsblatt, 17 July 1977)

Plan to restructure the armed forces to be ready this year

Plans and a separate medical and health system. In the final analysis, this would amount to an amalgamation of the three armed forces.

When the structure reform plan was first put forward in 1974, this radical move was rejected.

It was decided that these central support operations should be carried out by a pilot service (i.e. by one of the armed forces) or by a central military command. This is already common practice in the Bundeswehr colleges and in the leadership academy.

The rationalisation envisaged in structure model 3 is hardly revolutionary, indeed the whole reform is being presented very carefully and gently. Nonetheless, problems and tensions arising from these changes cannot be simply papered over. They are undeniably present.

The redistribution of tasks and responsibilities inevitably involves a power shift in favour of central control, in other words the general inspector will have more power. These moves could also affect the interests of one particular armed service, for example in the question of fuel provision for the air force.

It is natural that when conflicts of interest occur, both sides stick obstinately to their positions. Even over-reactions by generals are understandable in this kind of situation.

Nonetheless it is important not to oversimplify when looking at this problem. Above all it is important to avoid one misconception: confusing the central command with a concrete "fourth force".

Whatever else Structure Model 3 may

## INDUSTRY

## Ludwig Bölkow forced to step down as chairman of MBB



Ludwig Bölkow, the Federal Republic of Germany's most prominent technologist was gently but firmly relieved of his duties on 18 July — two weeks after his 65th birthday.

Ludwig Bölkow, founder, moulder and chairman of the space and aviation concern Messerschmitt-Bölkow-Blohm (MBB) in Ottobrunn near Munich, has to vacate his executive chair as of 31 December because a relatively pedestrian Supervisory Council deemed this necessary.

Germany's most important think tank, with its 20,000 staff members and DM2,000 million turnover is looking for a new man at the helm.

Only two weeks earlier — perhaps in order to save his neck — Herr Bölkow had sold a 12.24 per cent equity in MBB to the state of Bavaria for some DM40 million. Now MBB is no longer the same multi-purpose corporation it has been for the past twenty years.

MBB used to be the playground of one man — a man whose technical foresightedness, patriarchal stubbornness and ignorance in business matters moulded the business policy and structure of the company.

Despite — or perhaps because of — Ludwig Bölkow, MBB turned into one of the greatest enterprises of its kind in the world and indeed even made money.

Only three types of company can make money in spite of bad business management: monopolies, government-owned companies or private companies living by government orders... and Ludwig Bölkow has all his life been used to living by government orders.

Government development and production orders where overhead is simply passed on with 5 per cent added for profit protected Bölkow's company from the vagaries of the market.

Eighty per cent of MBB's turnover is paid for by the government (Federal, state and municipal). The company bears a market risk only for the remaining 20 per cent, most of which is connected with MBB's participation in the Airbus A 300 — a good aircraft, but a bad seller.

Ludwig Bölkow himself admitted not too long ago that he never thought that the civil aviation business could be so strenuous. But Bölkow — a "technosopher" as he likes to call himself — has never been able to live without the aircraft business.

Born in 1912, the son of a foreman in the Fokker aviation factory, Ludwig Bölkow is a lean, fit man with the brain of an intellectual. Even while studying engineering and aircraft design in Berlin, he worked on occasion in the Warnemünde factory of the aviation pioneer Ernst Heinkel. After graduation in 1938, he joined his later partner Willy Messerschmitt in Augsburg.

There, Bölkow, whose forte was aerodynamics, worked on the World War II fighter plane ME 109.

His ingenious combination of technical vision, enthusiasm for aviation and

weapons technology date back to that time; and above all his emotional tie with sophisticated and destructive weaponry has been responsible for the fact that he is viewed as a fanatic technician, and nothing but technician. MBB lives from this obsession with technology.

The precursor of the concern, with its extensive prefabricated buildings on the edge of the Ottobrunn forest — a concern which has moulded an entirely new generation of technicians and researchers — was Ludwig Bölkow's engineering office which he founded in Stuttgart in 1948.

There, he and his three co-workers dealt with such civilian matters as machinery for the reprocessing of rubble, and automats for the processing of metals and ceramics.

In 1956, having received a financial injection to the tune of several million deutschmarks from the Hamburg financier Wolfgang Essen, Bölkow founded his Bölkow Development Company in Stuttgart.

It was then that he invented and developed the anti-tank rocket Cobra. But since no one was interested in manufacturing the thing, Bölkow manufactured it himself in a second company specifically established for that purpose.

The engineering office thus received as an adjunct a manufacturing plant — and this combination of engineering and manufacturing is still the hallmark of Bölkow.

Three years later, the technosopher with a penchant for weaponry moved to Ottobrunn, joining forces with his two former employers Heinkel and Messerschmitt and forming the *Entwicklungsring Süd* with the objective of developing the vertical take-off jet VJ 101.

This also marked Bölkow's own vertical take-off into the rarified air of a billion-dollar enterprise. But the higher he soared the more did the proportion of his own equity in the business diminish.

In 1964, aided by the state of Bavaria, Bölkow merged with Messerschmitt. This was followed in 1969 by a merger with the *Hamburger Flugzeugbau GmbH*, the

The decision by the Supervisory Council of the Federal Republic of Germany's largest aviation and space concern, Messerschmitt-Bölkow-Blohm (MBB) in Ottobrunn near Munich, not to renew Ludwig Bölkow's contract as chairman, expiring at the end of this year, and to appoint Helmut Langfelder, the head of the aviation sector, as deputy chairman, does not solve all of MBB's problems.

The Supervisory Council might not decide until the autumn or perhaps shortly before the beginning of 1978 when Langfelder is to be confirmed as successor to Bölkow and whether the 48-year old physicist and technician is to be assigned a colleague from the business sector as his mentor.

Observers accuse the Supervisory Council of indecisiveness in this connection.

The fact that Herr Bölkow, who turned 65 on 30 June and who has moulded the company in its present form, was to be replaced, was not news.

aviation branch of the Blohm family's (Blohm & Voss) shipbuilding business, which had bitten off more than it could chew with the company jet HFB 320.

By 1971, the industrial concerns Thyssen and Siemens as well as America's aviation corporation Boeing and France's *Aérospatiale* had acquired equities in MBB. Throughout these years there was always Ludwig Bölkow at the helm.

The MBB concern cornered virtually all military, development and aviation orders to be had in Germany.

The shareholders profited from the technical know-how of the company which eventually developed into one of the finest space and aviation enterprises in the West, which shared in the cost of development in the field of military technology proportionate to individual requirements.

The Federal Republic of Germany's share in this bonanza has always been great.

Ludwig Bölkow's think tank:

- developed the so-called cabin taxi, a train riding on magnetic cushions and the electro-car;

- built the rescue helicopter Bo 101 with two rotor blades, which has meanwhile become a commercial success; and

- was responsible for the development of the final stage of the Europa Rocket, the communications satellite *Symphonie* and the German-British-Italian MRCA fighter plane.

Moreover, MBB developed the Airbus A 300 in conjunction with *Aérospatiale* and VFW-Fokker. The slow sales of the Airbus are causing MBB's Hamburg-Finkenwerder branch millions worth of losses.

Above all the industrial shareholders of MBB therefore feel that the time has come to streamline the business sector of the company which at present lacks major new orders in the space sector.

They feel that this cannot be achieved with Ludwig Bölkow, who would have liked to retain his post until 1980, as chairman.

The big change was ushered in by a confused shift in MBB shares — a process which has long been a mystery even to insiders.

As far back as 1976, the Blohm family sold its 20.25 per cent equity to the City-state of Hamburg for DM62.3 million.

With Bölkow having also sold most of

## Musical chairs at MBB

after vote by

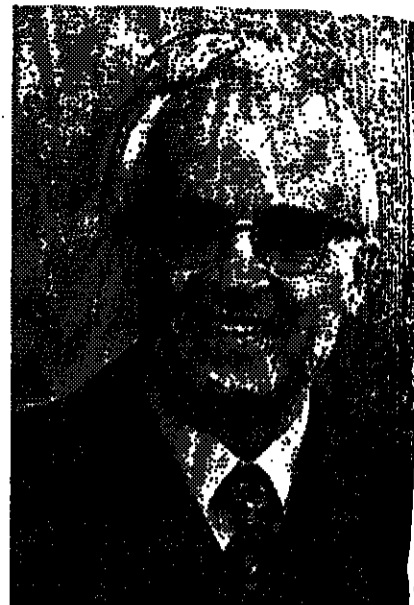
## Supervisory Council

Although now, five months before the shift, Langfelder is generally considered the successor of Bölkow, nothing definite has been decided.

The Supervisory Council vote against Herr Bölkow was clear. Twelve of the 18 members are said by one of the Council members to have voted against extending his contract; four voted in his favour and two abstained.

Herr Bölkow made headlines only a couple of weeks ago when he sold 12.2 per cent of his 13.42 per cent block of MBB shares to the Bavarian State Institute for the Financing of Reconstruction.

Bavaria, which owns the Institute, thus became the greatest shareholder



Ludwig Bölkow  
(Photo: Sven Sören)

his shares, providing the state of Bavaria with a 26 per cent equity, the original shareholders now hold only 19.5 per cent of the capital (Bölkow 1.16, Blohm 2.05 and Messerschmitt 16.3 per cent).

The governments thus hold 45 per cent and industry holds 34.5 per cent. Thyssen, Siemens and *Aérospatiale* had earlier combined their equities into a voting pool of 25.6 per cent.

The second phase in the share merry-go-round began a couple of weeks ago. Bavaria wants to sell 15 and Hamburg 10 per cent to a second industrial group consisting of Daimler-Benz, VW (in which Daimler has an equity), Bosch and the Allianz insurance company. Hamburg's condition for the deal is that the jobs in Finkenwerder be preserved.

Bölkow's company will undergo changes under new management and in conjunction with tightly organized industrial groups. There will be less technocracy and more pragmatic business, less engineering and more industry, as above all there will be more business thinking.

There is, however, one thing that probably still faces MBB. The equity of the Bremen VFW company could be taken over by the German-Dutch VWF-Fokker concern and the Dutch Fokker company might become a new industrial shareholder.

Ludwig Bölkow, whose father worked for Fokker, will not be involved in this latest stage of his company's development.

Ernst Willenbrock  
(Deutsches Allgemeines Sonntagsblatt, 24 July 1977)

with 25.97 per cent. The second largest block of shares (20.25 per cent) is held by the City-state of Hamburg.

These shares are likely to change hands again soon since both States want to hold onto their equities for a limited time only.

The Allianz Insurance Company, Bosch and Motoren- und Turbinenunion expressed interest in acquiring some of these shares.

Some of the 20,000 MBB staff members are disgruntled about the decision against Herr Bölkow — at least at the Ottobrunn headquarters.

Five of the six staff representatives in the Supervisory Council are said to have voted against Bölkow, but this is unlikely to put an end to the conflict in the individual MBB plants and among the Works Council members who had been campaigning pro and anti Bölkow even before the latest Supervisory Council

Continued on page 8.

## MANUFACTURING

## New Siemens company aims to gain a foothold in the US

The electrical giant Siemens has discovered America as a market and has embarked on a campaign to gain ground there by means of an American subsidiary. The timing was perfect. It even took the transatlantic time difference into account.

The announcement which Bernhard Plettner, the chief executive of Siemens, made at the fashionable Grand Hotel Dolder in Zurich was echoed virtually simultaneously in Milwaukee by David C. Scott, the president of Allis Chalmers.

The Federal Republic of Germany's largest electrical concern (annual turnover for the business year 1976/77 a probable DM24,000 million) and the Allis Chalmers Corporation, a typically American mixed product concern (1976 annual turnover 1,500 million dollars), have joined forces in a transatlantic joint venture.

Effective as of 1 January 1978, the two companies have formed the Siemens-Allis Inc., Milwaukee, consisting of Siemens and the electrical group of Allis Chalmers.

Siemens will have an initial equity in the new company of 20 per cent, to be increased to 50 per cent on 1 January 1979.

Bernhard Plettner thus wants to gain a foothold in the "mecca of electronics", as he calls the United States because of its high standard of technology.

Considering its potential, the US market had hitherto been under-exploited by Siemens.

Together with its US subsidiary, Siemens achieved a mere 0.3 per cent market share in America. With its DM600 million turnover per annum, the US business has so far accounted for only 2.5 per cent of Siemens' global annual turnover.

This is to change now — although Herr Plettner does not consider the latest merger a "major attack on American competition."

The electrical group of Allis Chalmers, which will be the core of the new joint venture, achieved a turnover of 204 million dollars in 1976 with a profit of 21.5 million dollars after years of very meagre returns.

Bernhard Plettner rejects the contention that "1977 profits were doctored in order to whet our appetite", saying that Allis Chalmers had rid itself in the past years of unprofitable sectors of production and that it had engaged in a sensible siting policy in the South of the United States where wages and fringe costs have not yet been spoiled by automobile and other industrial giants.

The new subsidiary gives the name Siemens first place although the German company will initially be a minority shareholder and the joint venture is intended as a thoroughbred American company. Says Herr Plettner: "We are promoting the name Siemens because we want it to become known as a market factor in the United States."

This is also the reason why Siemens does not want to experiment with a European management. As Herr Plettner put it: "We have bought into a generally recognised organisation and the market share that goes with it."

It is this market share that Siemens is aiming at because its present share of

0.3 per cent in the United States appears too insignificant. According to Herr Plettner, Siemens Allis stands a chance of cornering 7 per cent of the specific energy technology market in the United States.

The decision to develop production plants in the United States has been made easier for Siemens by the drop in the dollar exchange rate (and not only for Siemens, as is borne out by VW plants in the United States).

Imports from the Federal Republic of Germany have become 40 per cent more expensive since the end of 1972. Moreover, German wages and social security costs have long reached and indeed outstripped those of the US.

Herr Plettner pointed out production plants in the United States are part and parcel of any effort to open up the American market.

Furthermore, producing in America is a way of circumventing possible import restrictions. Goods produced in the country itself cannot be stopped at the borders by isolationist politicians.

All these considerations have been worth a DM100 million investment for Siemens. In the first phase, Siemens will

The German entertainment electronics industry is stuck with 600,000 unsold colour TV sets — but the mountain is not expected to grow any further.

According to Grundig sales manager Josef Stoffels, who has been warning the industry against overproduction since the spring, the peak has been reached and stocks will not increase any further.

The colour TV business has unfortunately not learned its lesson from the past. It has long been known that years without spectacular sporting or political events (Olympics, soccer world championships and Bundestag elections) lead to huge stocks of unsold sets.

But the Federal Republic of Germany's twelve colour TV manufacturers permitted themselves to be fooled by the successes of last year.

Thanks to the Olympics and the elections campaign, last year's production rose by 25 per cent to more than three million units.

Encouraged a further 25 per cent increase for 1977, notwithstanding the fact that it was quite obvious that it would be impossible to increase exports to more than one million units.

When it finally dawned on the industry that it would be stuck with huge quantities of unsold sets, Herr Stoffels and others sounded the alarm.

Grundig, with its 30 per cent market share the top seller, decided on 1 April to reduce prices by three to four per cent.

Although for Herr Stoffels this meant new problems, it nevertheless paid off in accordance with Grundig's axiom that a policy of high prices only breeds competition.

Granted, Grundig's turnover dropped by 30 per cent in March, which obviously showed in the balance sheet for the business year that ended on 31 March. But the following months brought better sales, thanks to lower prices and the losses were offset.

Others in this branch of industry did

pay 15 million dollars to Allis Chalmers, with the balance to follow on 1 January 1979.

Says Herr Plettner: "We have not had any bad experiences with fifty-fifty participations." But he considers it most unlikely that Allis Chalmers will reciprocate by buying an equity in the Kraftwerk Union, which has been wholly owned by Siemens since its co-founder AEG sold out its 50 per cent equity.

Siemens' US venture is particularly controversial in view of the present unemployment in the Federal Republic of Germany. According to Herr Plettner, for Siemens, too, there is no end of redundancies in sight as yet, although the process has slowed down.

In any event, Siemens reduced its labour force by another 4 per cent in the first eight months of the current business year 1976/77 (30 September).

But Herr Plettner allayed the apprehensions of trade unionists and policy makers in the labour market sector, saying that "we are not contemplating transferring the employment potential from Germany to the United States." Lucky is the business that can still say so.

The fact that Siemens takes its international obligations seriously is not only borne out by the Allis Chalmers joint venture. The new corporate tax law in Germany places foreign shareholders at a disadvantage because those who do not pay German taxes cannot benefit from this law — and the tax relief amounts to 36 per cent of total dividends.

## Over-optimism brings surplus of 600,000 colour TV sets

not view the situation with the same gloom although they were landed with growing stocks.

Gunther Hücking, the manager of the Manufacturers Association, saw no reason for pessimism in view of the fact that only 46 per cent of the Federal Republic of Germany's market was saturated. The year 1976, he said, was an anomalous season, and 1977 would see everything back in kilter with business reaching a peak in September.

Moreover, the forthcoming communications exhibition in Berlin is expected to provide new consumer impulses at the beginning of the season.

Said Herr Hücking: "In my 17 years in this line of business I have so often been faced with unsold stocks that I don't take the whole thing all that seriously any more."

Sales manager Horn of Philips, which is runner-up on the market with a 13 to 14 per cent share, agrees with this view. Says he: "Disregarding the Innsbruck effect (Winter Olympics) in 1976, our growth rate is perfectly normal."

But like Herr Stoffels, he, too, considers a five to six per cent growth rate on the German colour TV market realistic — especially in view of the fact that this market has to cope with some 300,000 imported sets, primarily portables.

The stock of the retail trade, which has been very cautious this year, is estimated to be about 100,000 units less than usual and probably amounts to less than 300,000 sets. No one knows the exact figure, as Herr Stoffels put it.

He concedes, however, that in view of the growing number of models (some



Bernhard Plettner  
(Photo: Siemens)

In order not to place its 50,000 foreign shareholders, who account for about 28 per cent of Siemens' capital, at too much of a disadvantage, Siemens wants to retain its present (cash) dividends of 8 deutschmarks per share for the business year 1976/77.

German Siemens shareholders thus have a double reason to be satisfied. On top of their DM8 dividend they receive tax relief to the tune of DM4.50. This is a total of DM12.50 per share, which is more than Siemens has ever paid to its shareholders.

Dietrich Zwitz  
(Deutsche Zeitung, 15 July 1977)

250 at present) the industry and retail business will have to learn to live with larger stocks.

And since many businesses in Northern Germany have already closed down for the summer vacation and Southern Germany is due to follow soon (and many manufacturers will also be closing down for four weeks) Herr Stoffels, too, does not feel that the situation should be dramatised.

It is quite possible that large stocks have caused liquidity bottlenecks for some manufacturers.

But none seem to be in serious straits although it is obvious that a company which has to fight for survival anyway, like AEG-Telefunken, must groan under the additional burden. And at the latest AGM, AEG chairman of the board Walter Cipa made no bones about the fact that this is a considerable extra load.

But an intensive advertising campaign has helped to polish up the image of the PAL pioneer, and Telefunken sales manager Bernhard Husermann is optimistic. Says he: "We have made up considerable leeway with the retail trade in the past three years."

Asked about Telefunken's market share in the colour TV sector, Herr Husermann would say only that its position was good and "ranked among the first three" — in other words after Grundig and Philips.

Others are somewhat more sceptical about this; but even they ranked the PAL inventor among the first five. This would give Telefunken a market share of about 10 per cent.

Saba, which is picking up again, is also likely to hold a 10 per cent share of the market. The same applies to Nordmende, while the Bosch subsidiary Bjaupunkt — including shipments resulting from the cooperation agreement with Siemens — is likely to remain below that mark. (Bjaupunkt alone is

Continued on page 12

## LAW OF THE SEA

# Third World seems close to getting deep-sea mining controls accepted

The Third World now seems on the point of succeeding at sea where it has so far failed on dry land — in establishing a New International Economic Order.

No matter how glibly the final communiqués of the third UN Law of the Sea conference, the sixth round of which recently ended in New York, endeavour to gloss over the situation, the fact remains that the industrialised countries in general and this country in particular are fighting a hopeless rear-guard action.

Freedom of the seas has been a cornerstone of international law for nearly five hundred years, but its days are now numbered.

For years the Third World countries have aimed at securing international agreement on the high seas, which account for seventy per cent of the surface of the globe, being declared a common human heritage. They have now all but succeeded.

The main items on the conference agenda were as follows:

— Unrestricted right of passage through the straits and freedom of shipping in the 200-mile economic zone to which all coastal states are in future to be entitled. Within their economic zones countries will exercise the sole right to exploit and dispose of marine and seabed resources.

— Freedom of marine research will

be upheld both on the high seas and in economic zones save for the twelve-mile territorial waters.

— Countries will be granted exclusive rights of exploitation for their entire respective sections of the continental shelf, which at times extends far beyond the 200-mile limit. Canada, for instance, lays claim to a continental shelf that extends 600 miles out into the high seas.

— Resources on the bed of the high seas are to be exploited by means of deep-sea mining.

On freedom of shipping and marine research and provisions in respect of the continental shelf reasonably acceptable compromises have been negotiated, but the current prospects where deep-sea mining is concerned are anything but satisfactory, from this country's viewpoint at least.

The Bonn delegation's objective was to ensure permanent access to seabed resources for all countries that might be interested, but this country lost hands down at the conference table, so much so that one Bonn member of the Bonn delegation sadly concluded: "We seem to be backing nothing but losers."

On seabed mining the Group of 77, which now numbers 110 countries, has indeed made the running with its advocacy of strict controls.

What the developing countries want is for deep-sea mining to be subject to prior approval by an international authority which, like other UN bodies, would be dominated by the numerical majority of Third World countries.

The United States initially took a dim view of such proposals, but, as the latest round of talks in New York got under way, the US Law of the Sea conference delegation was instructed by President Carter to adopt a more flexible approach, with the result that this country suddenly found itself bereft of its staunch ally.

US special envoy Elliott Richardson began by proposing what amounted to a cash settlement. Without consulting other industrialised countries beforehand he announced to Third World delegates that the United States was prepared to underwrite the mining enterprise that was to be run by the international authority, but only on the understanding that private enterprise in the industrialised countries was allowed to retain a stake in seabed exploitation.

Spokesmen for the Group of 77 would hear nothing of the idea; indeed, the spirit of conciliation to which Mr Richardson's proposal testified prompted them to couch their own demands in even more uncompromising terms.

The Group of 77 have decided that it is to be all or nothing or, in a way, both.

A dozen or so commodity producers are worried lest the industrialised countries that are in a position to exploit seabed resources do so with a view to reducing their dependence on mineral imports from the Third World.

So what the developing countries want is international control and a quota arrangement limiting the tonnage of certain ores that may be mined from the seabed to fifty per cent of the additional demand that occurs in any one year.

This would ensure that the commodity producers maintain their own sales, especially as they will continue to meet at least half the additional demand that may arise.

Which is all very well for the commodity producers, of course, but what about the developing countries that lack commodity resources of their own and stand to be hit even harder by the resulting artificial shortage of major raw materials than the industrialised countries probably would be?

In order to gain the backing of these poorer developing countries, the masterminds behind the Group of 77's proposals appended to the quota suggestion a financial settlement from which the Third World in its entirety would benefit.

Companies interested in a seabed concession would, by the terms of these financial proposals, have to pay dearly for the privilege.

First, a substantial fee 'would' be payable to the international authority before the concession was granted. Second, the lease would cost a pretty penny at regular intervals. Third, should production ever get started, fifty per cent of the output would immediately fall due to the authority.

Last but not least, if the concessionary eventually succeeded in making a profit, a percentage of profits would also be payable to the international authority.

If these demands are ever sanctioned by the terms of an international agreement on the law of the sea, the fate of deep-sea mining will surely be sealed.

The mineral wealth that litters the seabed, especially manganese, nickel and copper ore, will almost certainly stay where it is, and this country's hopes of reducing its dependence on commodity imports from the Third World will have been dashed before they have even had a chance to get off the ground.

Officials at the Bonn Ministry of Economic Affairs are certainly worried lest the industrialised countries then abandon the whole idea of exploiting seabed mineral wealth.

"There can be no doubt about it," says Jürgen Schwappach, adviser on the law of the sea to the Confederation of

German Industry (BDI), "private enterprise would then no longer be in the running."

The industrialised countries certainly put up a poor showing at the conference. The Group of 77 escalated its various interests to such a degree that its members readily agreed on the highest common denominator, whereas the industrialised countries were in patent disarray.

Countries such as Denmark, Norway, Sweden and Australia are not interested in deep-sea mining in any case, so it costs them nothing to give the Third World every encouragement.

The Soviet Union, which until last year fully agreed with the United States and this country, has now aligned itself alongside the Group of 77 — partly, no doubt, in order to offset the loss of prestige Moscow has sustained in the Third World as a result of its great power policies and parsimonious development aid.

What is more, Russia can well do without deep-sea mining, for which it lacks both the know-how and the financial resources. In any case, Siberia is so rich in mineral wealth and other commodities that it alone will prove sufficient to meet Soviet needs for many a long year to come.

As for the line the United States will now take, it is anyone's guess. Washington has certainly been brought down to Earth with a vengeance by the Third World's response to Mr Richardson's compromise proposals. Yet Washington still seems readier than Bonn to concede Third World demands.

The United States has its reasons, of course. America is anxious to avoid jeopardising the compromises reached on freedom of shipping and marine research within economic zones.

As a great power the United States must, for strategic reasons, ensure that it can operate freely in all waters. Besides, the USA has ample mineral resources of its own and remains convinced that its services will be required in seabed mining whatever agreements are reached.

America alone has the financial resources and technological know-how such a project will require. As one US delegate put it, "anyone who wants anything down there is going to need us."

Other Western countries who are interested in deep-sea mining are too small in number to prevail against both the Third World and the superpowers. In addition to Bonn they are Belgium, France, Britain and Japan.

This country is now worriedly wondering what is going to happen next year if the current proposals are submitted to a vote without prior modification.

If the United States continues to support this country will be unable to anticipate a settlement that is in Bonn's better interests, so the Bonn government would prefer an adjournment — preferably for several years.

During the intervening period the industrialised countries could then make individual arrangements. Until such time as agreement is reached, freedom of the seas will continue to apply outside the 200-mile zone at least.

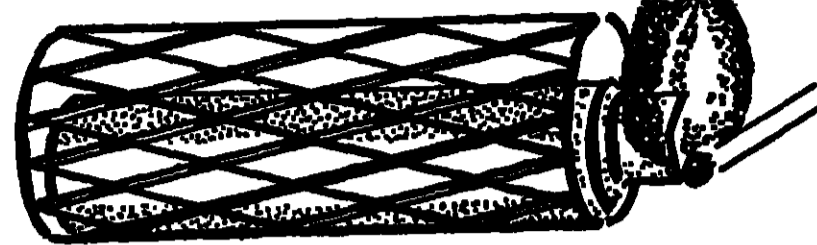
In the United States the mining lobby has long been trying to persuade the government to go it alone. In this country the Bundestag empowered the government at the end of June to seek alternative solutions.

But the Third World countries are well aware of this possibility and will be on their guard to ensure that freedom of the seas is brought to an end as soon as possible.

Wolfgang Hoffmann  
(Die Zeit, 15 July 1977)

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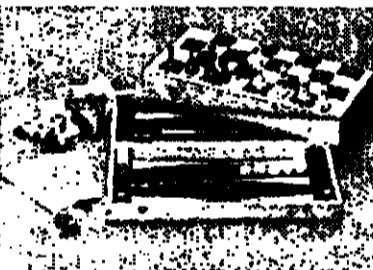
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### Musical chairs at MBB

Continued from page 6

meeting and who have levelled criticism against each other concerning favouritism.

As an insider at the Ottobrunn headquarters put it, it is even intended to vote some Works Council members out of office.

Herr Bölkow, who would have liked to remain in office, is likely to be disappointed about the decision of the

Council. He is said to have rejected the proposal to make him the honorary Council chairman.

It is, however, considered likely that Herr Bölkow will still retain his ties with the company — and not only in an advisory capacity. It has recently leaked out that he is intending to participate in an envisaged increase of the MBB capital from DM85 million to DM200 million.

(Hannoversche Allgemeine, 20 July 1977)

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## HEALTH

## Birth trauma often repeated in dreams, psychotherapists believe



Is there such a thing as an intellectual and emotional life before birth? Is the embryo in the womb capable of perception and feeling? Does the foetus dream during its sleeping phases and do these dreams recur post-natally?

If so, what sort of dreams are these, can they be proved and, above all, what significance do they have for the development of a personality?

These are the questions that occupy a very young branch of science, namely prenatal psychology.

As opposed to the exact knowledge medicine has of the physical development of the foetus, the psychological development before birth is still fraught with uncertainties.

Aristotle once maintained that the soul of the newly-born is a blank sheet of paper and that psychological experiences and emotions are not registered until after birth. For centuries we accepted these contentions unquestioningly.

It was not until Sigmund Freud that prenatal psychology received new scientific impulses. "The act of birth," said Freud, "is the first experience of fear and thus the source and prototype of fright reactions."

So-called *déjà-vu* experiences in dreams, in other words the feeling of having experienced a dream before, were attributed by Freud to memory residues dating back to the embryo.

The Freud disciple Otto Rank seized upon this idea. In his work *Das Trauma der Geburt und seine Bedeutung für die Psychoanalyse*, 1924 (The Trauma of Birth and its Significance for Psychoanalysis) Rank blamed the experience of birth as the root of all neuroses.

But this was an impermissible generalisation which modern prenatal psychology rejects in toto.

This new branch of psychology does, however, believe — based on certain results of sleep research involving the foetus and the newly-born — that a child undergoes a certain psychological development prior to birth and that it gathers a certain amount of experience.

The Wiesbaden psychotherapist Friedrich Kruse, co-founder and secretary of the "International Study Group for Prenatal Psychology", who has been delving into this problem for more than 30 years and whose work centres around dream interpretation, believes that in the first three months of pregnancy (in other words at a time when the embryo develops its organs) it does not yet form lasting impressions.

In the second third of pregnancy — which the psychologists call the period of foetal psychisms — the foetus is capable of registering certain outside sensations and of reacting to them.

Thus, for instance, it reacts to pressure or blows to the mother's stomach and, as every pregnant woman knows, the foetus, too, shows unrest when she is frightened. But the contention that emotional disturbances or excitement on the part of a pregnant woman leads to psychological damage to the child applies only in extreme cases.

The earliest remembered impressions of a foetus can only be traced back to the last three months of pregnancy, usually from the seventh month onwards.

Representatives of prenatal psychology believe to have established that memory traces leaving a lasting impression stem only from that time.

This has its medical explanation in the fact that the central nervous system is fully developed in a foetus after seven months.

As a result the first conditional reflexes of the unborn child can develop at that time. Moreover, a seven-month old foetus can survive outside the womb. It is during that time that the impressions which might later recur in dreams or reactions form themselves.

All psychotherapists are familiar with dream images similar to the following: A 26-year old woman complains about claustrophobia, saying: "I am in a bubble which contracts and expands. Sometimes it is so contracted that I can only lie in it while completely doubled up."

"It is an indescribable feeling which is somehow linked with the fact that the head is jammed in. I am frightened and find it hard to breathe. There is a feeling of eternity or a feeling of insufficient time."

"I am forcing myself through narrow, winding corridors; I cannot find the exit or I get stuck in a narrow hall. Finally, someone hits me on the head with a hard object or a pointed knife."

"At last, when I have almost suffocated, I manage to get out. There is a bright light outside, and it is very cold."

Such dreams have long been considered future oriented "rebirth dreams". They were viewed as the expression of inner renewal and made use of in psychotherapeutic treatment.

Bearing in mind that the above-mentioned patient underwent a long-drawn-out forceps delivery, psychoanalysts have now arrived at a different interpretation: both the symptoms and the dream have their roots in the experience of birth. The birth trauma is repeated in the dream.

Friedrich Kruse has come across a great number of such dreams in his psychotherapeutic practice, all of which

have a surprising similarity to the actual process of birth.

The first of these dreams was reported by a virtually feeble-minded 55-year old woman. Her description is particularly vivid: "I am crouching in a very narrow cave which is draped with cloth."

"I can move because there is a bit of give in the cloth, but suddenly it becomes tight around me again. All at once there is an earthquake and I am pushed with great force against a crevice in the rock."

"I am afraid of suffocating, I cannot breathe and I find myself jammed. Somehow I manage to get out of the crevice. Outside there is a bright light and I am engulfed in a waterfall."

Margot Said  
(Die Welt, 9 July 1977)

## Men's love life puzzles researchers

The love life of men is puzzling medicine more than ever before. Recently worked-out charts of desire and potency, of libido and hormone production, are so inconsistent that even the official German Medical Journal reprinted the exasperated statement of a researcher: "In all likelihood men are much more complicated than women in that respect after all."

Commonly, the opposite has been assumed hitherto.

The conglomerate of longings, desires, expectations and sentiments which, where women are concerned, is lumped together as love seems to have its parallel in men in an erratic production of the hormone testosterone.

Even Freud and Adler could not prevent man's libido and potency from being viewed as a hormone biosynthesis.

Observations made by Professor E. Nieschlag of the University Clinic of Münster whereby testosterone production in the testicles is greater in the evening than in the morning still seem to be in keeping with these views. Experience shows that the love desire of men increases towards evening.

General puzzlement, however, was caused by several speakers at the last endocrinologists symposium in Travemünde who said that testosterone biosynthesis reached a low ebb in the spring.

This seems to disprove all the poets

Friedrich Kruse has collected some 2,000 dreams so far which can be termed general birth or womb dreams, even when applying the strictest of criteria, since not every dream which in one form or another deals with being locked in a room or submerged in water is a genuine birth or womb dream.

The fact that the process of birth can leave lasting memory impressions can be taken for certain today. It can also be taken for certain that there is a prenatal consciousness which is clearly differentiated from the traumatic events of delivery.

The International Study Group for Prenatal Psychology, which was founded on the initiative of the Swiss psychoanalyst Gustav Hans Gruber in 1971, concludes from the newly-established fact that procreation, life in the womb, birth, post-birth, maturing and death are the *leitmotiv* of the community and must be viewed as an indivisible whole.

(Die Welt, 9 July 1977)

## Surplus TV sets

Continued from page 7

likely to have a share of just under 7 per cent).

It is impossible to say at this stage how much effect the Berlin communications exhibition will have on sales, but there are no sensations expected which could readily be transformed into turnover. Industry thus resorts to all sorts of gimmicks which even it itself does not take quite seriously.

Herr Stoffels thus complained that the Postal Authority and the radio and TV networks as well as individual manufacturers intend to present Video-text in Berlin although the system cannot be realised before 1982. He considers all this technical bragging which will harm

the manufacturers because potential buyers will adopt a wait-and-see attitude. Says he: "It is nonsense to exhibit things which won't be available until five years from now."

For Josef Stoffels all this is only added proof that "our branch of industry is creating its own problems."

He furthermore thinks little of the tele-games which are also likely to play a certain role in Berlin. While simple game equipment for an existing TV set costs an additional DM100, the industry now wants to present so-called intelligent games for which the customer will have to pay an added four to five hundred deutschmarks. *Hermann Bössenecker*  
(Kölnischer Stadt-Anzeiger, 16 July 1977)

(Die Welt, 11 July 1977)

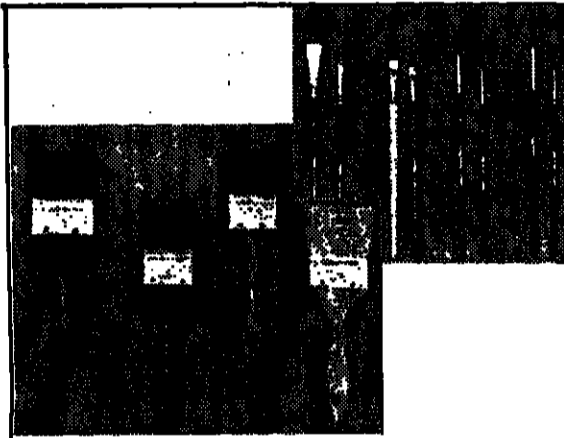
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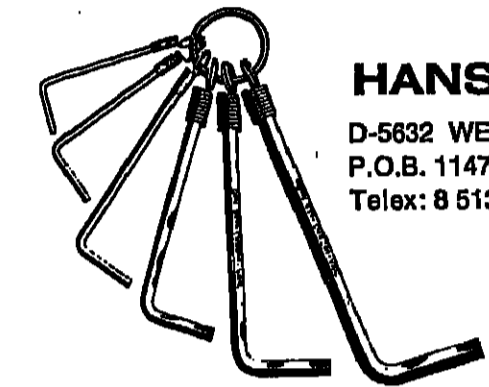
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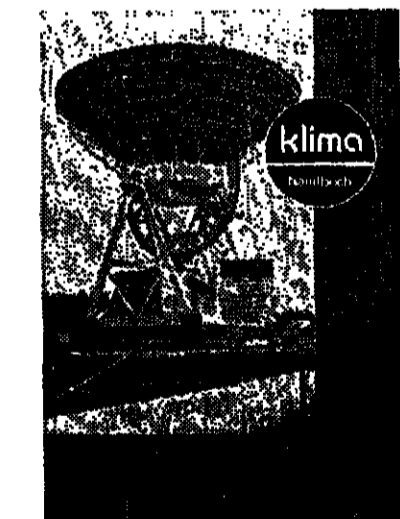


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